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WHILE 4,000,000 TONS OF TOP SOIL ARE WASHED OR BLOWN AWAY YEARLY AND HALF OF THE WORLD IS STARVING, MANY SAY THINGS ARE PICKING UP.

WASHINGTON, Oct. 4, '37—15,529,753 still on relief rolls, costing taxpayers \$148,946,639 monthly.

50,000,000 acres has produced its last food. Farmers on over 200,000,000 acres more unable to make a living and must be located at taxpayers expense on land that will produce crops

Cotton that was ours for a century now produced in 52 countries dropped to \$8.25 in New Orleans, and the world's carry over will be between 17,000,000 and 18,000,000 bales.

Stocks off again from \$5.00 to 19.00. Steel production down to 64%. 5,000 meat shops closed in New York on account of high prices. Ranges over-grazed or on account of no rain, there is no grass. Streams and water holes have dried up. In many sections, farmers will not get their seed back this year. Many have had no rain for five years.

Frank S. Betz

(Betz Building)

Hammond, Indiana

WHAT I SAID AT THE GARY, INDIANA, KIWANIS CLUB, AUGUST 31, 1937 SHOULD INTEREST TAXPAYERS, WAGE EARNERS AND THE UNEMPLOYED

FELLOW KIWANIS: You no doubt have read about our great 2,600,000,000 bushel corn, 876,000,000 bushel wheat, and 15,500,000 bale cotton crop for 1937.

But have you ever read an article, outside of the many published in SATURDAY EVENING POST, COLLIER'S, NEW YORK SUN and TIMES secured at great expense by their own men who covered the country, telling how millions on the soil-eroded, drought-stricken farms that line thousands of miles of our highways manage to live from the few paltry dollars they receive monthly from relief sources and must receive for years to come, which will be paid by taxpayers?

If you really want to see poverty, take Route 20 from Sioux City (there are many other sections) west to H. 27, Orin, Wyoming, south to Cheyenne, Denver, east to Limon, Colorado, then 24-40 to Colby, Kansas, south to Oakley, Hays City, Salina and east.

The great Dust Bowl covers 90,000,000 acres, 50,000,000 of which are under cultivation, in the adjoining counties in Texas, New Mexico, Colorado, Kansas and Oklahoma, and is growing larger every day. \$300,000,000 of Federal funds have already been spent and billions more must be before those unable to make a living are located on land that will support them.

If you have time, go through the Dakotas where 40,000 farmers have lost their farms and half of those left are on relief.

With conditions in so many sections becoming worse every day, why is it none of our newspapers ever mention it or take any interest in suggesting methods that will save the farmlands of this country?

What about the armies in our cities without trades or professions still unemployed? Millions of these men are from farms.

Up to 40 years ago, farmers who allowed their land to be ruined, often by carelessness, could take up new land; but, today, there is no vacant land fit for farming nearer than Alaska where they located farmers from Wisconsin, Michigan and Minnesota 2 years ago. I went through this wonderful country; picked strawberry plants 17 inches high 3 miles south of there.

Today, there are over 1600 counties in 22 states where farmers are in bad condition.

South of Indianapolis, there are 250,000 acres in one body where farmers have not made a living for years.

In 1905, several counties in the state found they required \$29,590. They did not think they would be compelled to ask for aid again, but 22 years later the amount had increased from \$29,590 to \$1,164,335, and still going strong—yet they tell you things are picking up.

Many who could encourage the planting of trees for saving the black soil on this land have something else on their mind or they are unable to comprehend that at the rate we are working, it will take over 100 years to do what must be done.

While farmers had trees to sell they had black soil and could make a living. When the trees were gone, the black soil followed and they went on relief, where you will find them for many years to come, unless they are located at taxpayers expense on land they can make a living on.

After going over this territory with State Forester Wilcox, one of the best posted men in his line, I notified him and State Supt. of Schools Weishart to buy 3 1/2 times more STRATIFIED BLACK WALNUTS than were planted by all state nurseries in the U. S. in 1929, which were to be planted by pupils in Indiana schools, and send the bill to me.

Walnut lumber at that time was worth \$165 per 1000. 40 years ago, you could buy it for \$6.00 from farmers who had portable mills.

At that time, few knew what "soil erosion" was, and most men, as they do today, considered planting trees foolish, kindergarten stuff, and a waste of time and money.

But I kept on. I knew what was coming and who would eventually pay.

College graduates all know the history of treeless Asia and Africa; they knew what happened there centuries ago would happen here. Yet you will find millions who believe that black soil has nothing to do with crops.

Anyone who will cover the treeless sections in any country, see the poverty and disease, will understand.

Had a few of the 2,200,000 who received my tree-planting printed matter, mailed through the Hammond post office, assisted me years ago by contributing a few cents yearly for buying WALNUTS, HICKORY NUTS, BUTTERNUTS or beautiful one-cent trees for pupils, who were in high school and have since gone through college, to plant, as I expected they would, instead of condemning the work, millions of trees planted by them would be growing in this country.

With one of the foremost American writers claiming there is enough genuine White Pine to furnish all the country's needs for the next 50 years and enough other species to last for 200 years more, many who would gladly assist in this work don't know what to do. But if this great writer could see the results of drought, dust storms, soil erosion, etc., of thousands of years standing and really knew anything about our standing timber, he would change his mind.

Since 1928, I have shipped over 250,000,000 WALNUTS, HICKORY NUTS, BUTTERNUTS, PECANS and other tree seed and millions of trees, as shown by the stack of record books here, which I trust you will all examine carefully.

In order to get firsthand information, I covered over 30,000 miles with an automobile from Hammond to Maine, to 120 miles south of Miami, to 60 miles south of New Orleans, Galveston, northwest Wyoming, then criss-crossed all states east of the Rockies, and during the past 8 weeks, covered Michigan, Wisconsin, Illinois, Missouri, Kansas, Colorado, Wyoming, Nebraska, Iowa and home.

In the west, I saw thousands of farmers who have lost their crops for 5 years, and this year they will not get their seed back. Few in sections own a cow, hog, chicken, or garden; everything has dried up.

Our trees, the real rain-makers the world over, are practically gone and instead of our business men taking an interest in this work, as they did in England and Europe in the 15th century, they all wait for something to turn up as they did in Asia and Northern Africa.

Read article on pages one and two, also Zon's wonderful book, "FORESTS AND WATER IN THE LIGHT OF SCIENTIFIC INVESTIGATION", published by the Government. Price, 20 cents. It tells where rain comes from according to the greatest scientists in the world. Nothing will save this country but trees.

WILL YOU AND YOUR FRIENDS ORDER ENOUGH WATER-TESTED BLACK WALNUTS TO GIVE EACH PUPIL ONE OR TWO. The Trees will sell for \$25. to over \$100 each. One Bushel (about 1250 nuts), — \$1.50 OR 5 BUSHEL, — \$7.00

Travel through most any wooded farm section today, look at the tops of the large trees, and you will find them dying on account of the lowering of the water level.

Wells formerly 25 feet deep are now 50; some 100.

How many know that 70% of our 6,225,000 farms are in the hands of renters and that thousands will never produce enough again to pay taxes, unless planted with trees for lumber? Should we have initiation, the little you spend for 1,000 Walnut or other trees will bring back many thousands for every dollar invested.

Look at the map of Illinois: 81 of 102 counties, once the highest-priced farmland in America, now ruined from 25 to 100%. Loss—over \$2,400,000,000, and relief rolls run \$3,000,000 and often more monthly.

In the south part of the state, I saw thousands of stumps up to 5 ft. in diameter on land that has not produced a dollar for 75 years, and the freight bill on lumber shipped into the state has amounted to \$28,000,000 in a single season. Still they say: "We need no trees!"

More of our farm and grazing land has been ruined from 25 to 100% than all the land in England, Ireland, Scotland and practically all of Europe. (SEE REPORTS IN BUNDLE)

Farm mortgages have increased to \$12 BILLION, and thousands of farms will not sell for the mortgage.

Half of the standing timber we owned in 1900 was cut or destroyed by fire before 1930.

On lumber formerly sold in Chicago for \$8 per 1,000, there is now a \$20 freight charge from western points.

See tables, "TIMBER STILL STANDING AND YEARLY CUT SINCE 1839 TO DATE."

If the 800,000,000 trees now being planted by the Government were planted on farms under the supervision of such men as H. F. Wilcox, who has made a life study of this work, it would have saved thousands of farms, the trees would have been protected from fire and eventually produced billions of dollars worth of the finest lumber.

County Superintendents of Schools and County Agents, all of whom know the history and poverty of treeless countries, where poor people are compelled to sell their girls for as low as one dollar each, could make a name for themselves that would be remembered by every woman in the world for the next 500 years if they would impress upon pupils and farmers the necessity of planting the millions of WALNUTS, ACORNS, and other tree seed that rot on the ground, which would save their land and eventually produce lumber they will need badly when they grow up.

\$2.50 worth of trees planted on a few acres of run down farmland will produce thousands of dollars worth of lumber for future generations and provide a nesting place for birds, which save farmers millions.

In treeless countries, people live in mud hovels without doors, floors or windows, little girls for centuries have followed the cattle day after day gathering their offal, which, made in the form of a 10-inch pancake and plastered on the wall to dry, is their only fuel; few ever saw a stove, coal or wood fire.

I have met caravans of camels on the Sahara Desert on their way to native settlements loaded down with this "fuel".

It is not too late for business men and women who must eventually pay these bills and who desire to save their children and future generations from poverty, to club together and buy their city superintendent of schools 1,000 or more beautiful trees to start with at one cent each, to be sold to pupils at cost, the money re-invested as often as required and then turned over to the county superintendent, who would buy trees for pupils on farms.

When the work is completed, use the money left to buy an assortment of trees for a park or botany class, as I did at Hobart, Indiana, in 1931, where I also furnished a house for the superintendent of the Hobart schools to LIVE IN, who taught students about trees every Saturday. Many of these trees are 35 feet high today.

We use 10,000,000 Christmas trees yearly. One or 2 cents each will buy trees, which in five years will sell for 75 cents to \$3.00 each. This is one of the great plans for enabling high school graduates to finance their own college education, which is much better than loafing the streets.

The Government reports that farmers in Pennsylvania make \$500 an acre yearly by buying small trees every year and selling them later.

Every salaried man who desires to live 25 years longer should do as they now do in European countries—Buy a small 2 1/2 or 5 acre farm to produce what the family requires to eat, and by raising trees, flowers and chickens, pay for the land in weekly payments.

The best tree, fruit and vegetable land in this country, only 12 minutes from here, can be had for less than \$100 an acre.

A nice little house and 5 acres that will produce more fruit and vegetables than any family can use, in 10 years will be worth a lot of money and many times more than a 1937 automobile.

Many changes have taken place in the past 40 years and unless businessmen wake up, there will be more changes in the next 10 years.

The world formerly looked to us for cotton. Today, 52 cheap-labor countries produce more than we do, and before long they will produce the world's requirements for half of what it costs us to produce it.

For years, we supplied the world with meat. During January, we imported 19,000,000 lbs. and last year, over 30,000,000 lbs. of butter, and as much of our best grazing lands are ruined or too far from water, we will no doubt continue to import these products for years to come. (SEE REPORTS).

Over 3,000 manufacturing plants operated with American capital and machinery in foreign countries are now making goods for us.

continued (over)



EVERGREEN TREES

75% OF ALL SALEABLE EVERGREENS ARE SOLD. IN SIX MONTHS FROM TODAY, I DOUBT IF YOU WILL BE ABLE TO BUY A TREE OUTSIDE OF EXTRA-LARGE, EXPENSIVE STOCK. TAKE WHAT YOU WANT

WHILE THEY LAST

	Size	25	100	250
	of Trees	Trees	Trees	Trees
ARBOR VITAE, Amer.,	4-8"	\$1.00	\$1.25	\$2.50
"	8-12"	1.25	2.50	5.00
"	12-18"	2.25	4.50	7.50
"	18-24"	3.00	10.00	14.50
" Berckman's Gold,	8-10"	5.50	17.50	
"	10-12"	7.00	21.50	
" Bluish Pyr.,	18-24"	8.25	23.50	
" Bonita,	4-6"	3.00	9.00	
"	6-12"	4.00	10.50	
" Chinese,	8-10"	2.25	6.50	10.00
" Compacta,	6-12"	2.75	9.00	
" Globe Gold,	8-12"	4.75	15.00	
"	12-15"	9.75	28.00	
" Hill's Pyr.,	4-6"	3.00	11.50	
"	10-12"	4.75	15.50	
"	18-24"	9.00	25.50	
" Siberian,	6-8"	3.50	11.75	
" Woodwards' Globe	6-8"	3.50	11.50	
BOXWOOD, English,	6-8"	3.75	10.50	
"	8-10"	4.25	13.50	
BURNING BUSH,	8-12"	4.75	14.50	
CEDAR, Amer.,	4-8"	1.00	1.25	2.50
"	8-12"	1.25	2.50	5.00
"	12-18"	2.25	4.50	7.50
"	18-24"	3.00	10.00	14.50
" Deodora,	10-12"	5.00	15.50	
" of Lebanon,	8-12"	4.75	14.75	
" Red.,	12-18"	2.00	4.50	8.00
"	18-24"	2.50	5.00	10.00
CYPRESS, Italian,	12-18"	4.75	15.50	
" Lawson,	8-12"	4.50	12.50	
" Royal,	8-12"	4.50	12.50	
"	12-18"	5.50	15.50	
FIR, Balsam,	4-8"	1.00	2.00	3.25
"	8-12"	1.25	2.50	5.00
" Chinese Blue,	8-10"	5.75	18.00	
" Concolor,	3-5"	1.25	3.00	
" Douglas,	6-8"	1.50	3.50	6.50
HEMLOCK, Canadian,	4-6"	2.75	9.00	
"	6-12"	3.25	10.50	
"	12-18"	3.75	12.50	
" Native,	6-12"	1.00	2.00	3.25
"	12-18"	1.50	3.00	6.00
HOLLY, Amer.,	6-12"	1.00	2.50	5.00
"	12-18"	1.50	3.75	7.50
"	18-24"	2.50	8.00	
JUNIPER, Amer.,	12-18"	2.50	8.00	16.00
"	18-24"	4.50	16.50	
" Andorra,	6-8"	3.50	12.50	
"	8-10"	5.75	21.00	
" Ashford,	12-15"	6.75	18.50	
" Chinese,	8-12"	2.25	7.00	16.00
" Mas.,	8-12"	5.50		
" Hill Doug.,	8-12"	4.00	10.50	
" Irish,	6-12"	2.50	7.00	
"	12-15"	3.75	12.00	
" Jap. Trailing,	8-12"	4.75	14.50	
"	12-15"	8.75	26.50	
" Pfitzer,	6-8"	3.50	9.50	22.50
"	8-10"	4.25	12.50	29.00
" Savin,	6-8"	2.50	8.00	
"	8-12"	3.50	10.00	
" Spiny Greek,	8-10"	5.00	16.50	
"	12-15"	10.50	30.00	
" Virginal,	8-12"	5.25	18.50	
" Virginia,	12-18"	2.00	4.50	8.00
"	18-24"	2.50	5.00	12.50
" White Leaf,	8-10"	6.00		
LARCH, European,	48-72"	4.00	12.50	
" Japanese,	30-60"	4.00		
LAUREL, Mountain,	6-12"	1.00	2.50	5.00
"	12-18"	1.50	4.50	7.50
PINE, Austrian,	5-10"	1.25	2.25	3.75
" Banks,	4-8"	1.25	2.25	3.50
" Ponderosa,	6-8"	1.25	2.50	4.00
" Red,	6-12"	1.25	2.50	4.50
" Scotch,	4-6"	1.25	2.25	3.50
"	8-12"	1.50	2.75	5.00
" Shortleaf,	6-12"	1.00	1.50	2.50
"	12-18"	1.25	2.00	3.25
SPRUCE, Black,	8-12"	1.25	2.50	4.75
" Hill,	4-8"	1.25	2.50	5.00
" Colo. Blue, Wis.,	4-8"	1.50	2.75	5.50
"	6-8"	2.50	5.50	
" Engelman,	8-12"	1.50	2.50	5.00
" Norway,	4-6"	1.25	2.00	3.50
" White,	4-8"	1.00	2.00	4.00

CREAM OF TREES

5 and even 10 for what thousands pay for one tree. As soon as you receive them put the roots in a pail of luke warm water for four hours and plant in mud. Mulch with leaves and cuttings from your lawn and not a tree should die.

	5 Trees-10	Trees
ARBOR VITAE, Amer. 24"	2.75	4.75
" Globe, 12-15"	2.80	4.70
" Gold Tip, 24"	2.80	4.75
" Hoveys Gold, 12-15"	2.80	4.75
" Pyramidal, 15-18"	3.00	5.00
" Siberian, 15-18"	2.80	4.75
JUNIPER, Blue Cedar, 18-24"	8.00	14.50
" Can Red Cedar, 18-24"	8.00	14.50
" Greek Stricta, 12-15"	4.75	8.25
" Irish, 10-12"	1.85	2.75
" 24"	3.00	5.00
" Pfitzer, 15-18"	3.50	6.00
" Prostrate, 15-18"	3.25	5.50
" Savin, 10-12"	1.85	2.75
" 15-18"	3.25	5.50
" Scopularum, 18-24"	8.00	14.50
CYPRESS, Gray, 24"	3.00	5.00
" Sawara, 24"	3.00	5.00
" Gold, 24"	3.00	5.00
" Plume, 24"	3.00	5.00
" Plume Gold, 24"	3.00	5.00
" Silver, 24"	3.00	5.00
SPRUCE, Norway, 10-12"	1.85	2.75
" 24"	2.50	4.00
" Colo. Blue, 24"	7.50	13.50
" Green, 24"	3.00	5.00
" Koster Blue, 15-18"	11.50	20.00
" Moerhelmi Blue, 15-18"	13.50	24.00
YEW, Jap. Spread, 10-12"	2.10	3.00
" 15-18"	12.00	22.50
" Jap. Upright, 10-12"	2.10	3.00
" 15-18"	12.00	22.50
" Hicks, 10-12"	2.10	3.00

MAIDENHAIR TREES

OLDEST AND ONE OF THE MOST BEAUTIFUL TREES GROWN IN ASIA. BAG SEED 50 CENTS.

DOROTHY PERKINS ROSES

10 BIG 3-yr. old \$1.00
Plant 1,000 cuttings along your fence. They are all climbers and will sell in three years for 25 to 35 cents each. Cost only \$8.00 per 1,000. DON'T MISS THIS.

For years, I visited many countries where I had goods made because there were not enough mechanics here to make them.

In 1916-17, because of the War, I lived in Japan where I manufactured goods with mechanics who had served a 5-year apprenticeship and they earned as little as 30 cents per day.

In foreign countries, boys 12 to 15 are encouraged to learn trades. Few American boys think of it, and today our manufacturers must look to foreign countries for skilled help or goods, while millions of our boys from 16 to 23 are hitch-hiking over the country, 60,000 of whom entered our prisons in one year recently.

I was raised on a farm in northern Wisconsin, part of which is now covered with sand to nine inches.

When we settled on this land, in 1868, it was the best in our section. Up to the time I left home, only one family in our township was on relief, caused by fire destroying their home and possessions.

In 1879, I worked in a sawmill, then served five years learning the blacksmith and machinist trades; later spent seven years with a hospital insurance company, which provided hospital care for employees of lumber camps, sawmills, factories, etc. During that time, I visited 300 logging camps in Michigan, Wisconsin and Minnesota where today thousands of starving farmers are trying to make a living on worthless land.

Have crossed the Atlantic 41 and the Pacific 5 times; visited practically every country from the Equator to the Arctic Circle. Saw millions of people in Asia and Africa trying to make a living on land where you could travel for miles and not see a tree or water.

That children of today will have a big load to carry, no one can deny.

The \$37 BILLION the government owes and the \$20 BILLION owed by states, unless everyone assists in saving farmland that will still produce crops, is only a starter.

The photograph I show you of the Yangtze in China where ships run 50 ft. above the farmland on each side gives an idea of what it will cost to build embankments for thousands of miles along the Ohio, Mississippi and other rivers for preventing floods, and moving the thousands of farmers and those living along the rivers who lost everything to locations where they can make a living, if done properly, may cost over \$37 BILLION more, and the longer we wait, the more it will cost those who say: "I know you have been at this work for years, that it must be done or we will be no better off than they are in China, and intend to give you a lift some day".

We have been sending about \$175 MILLION yearly to foreign countries for paper pulp and for years have had millions of acres of the best idle pulp-producing land in the south to grow the trees on, and 30 million acres of the best tree-growing land in Michigan, Wisconsin, and Minnesota, which produced over 1,000 billion feet and would again be reforested.

In 1919, farmers sold \$394 MILLION worth of logs from 1,800,000 farms, and I doubt if one in 100 planted a tree. In foreign countries, a tree must be planted for every one cut.

Many writers claim that cut-over land will reforest itself, but up to the present time, the millions of acres I covered between 50 and 60 years ago have not done so.

Many fall to consider that where there are no trees, there are no birds, which save farmers over \$100,000,000 yearly.

Some birds consume from 300 to 10,000 insects and thousands of weed seed each in a single day. Government experts have found as many as 5,000 insects in the stomach of a single Flicker. Martins and Swallows consume 3,000 mosquitoes daily. A pair of Jays will consume one million caterpillars in a season, and they tell us if all birds were exterminated, there would not be a man alive in three years.

In times like these, many have all they can do to feed themselves and cats get our birds.

How many know that trees throw off untold billions of gallons of water daily, which is returned as rain?

From each pound of dry leaves from an Ash tree, 1,018 gallons of water are thrown off yearly. Birch, 918. Maple, 811. Elm, 822. Oak, 691. For complete report, write the Government Printing Office for "FORESTS AND WATER IN THE LIGHT OF SCIENTIFIC INVESTIGATION."

While our farmers are unable to make a living on 160 acres, in China 2 1/2 acres farmed for over 8,000 years supports a family of 10. I visited one section in Hongkong where 160,000 people lived on 160 acres.

In India, I saw 21 people harvesting 5 acres. Between Cairo and Alexandria, 40 men and women were carrying bundles of wheat 40 rods to the thrashing ground, where oxen tramped out the grain.

For thousands of years, due to floods, the Nile Valley produced only one crop yearly. Today, the Assuan Dam enables them to produce three crops.

Now, gentlemen, I always make it a rule where I talk "trees" to raise what money I can to be turned over to a committee to buy one or two little trees at one cent each for each pupil, which, if planted in a box or flower pot, in mud, and put in the basement near a window and not allowed to dry out during the winter, will grow 12 to 30 inches. In the spring, they can be planted in the garden, or they can be planted in the garden now and mulched with leaves.

I should like to see this made a business men's proposition throughout the country. Many may not believe in it, but go north, south, east or west to any section you were familiar with 25 years ago, and you will find many who were on "easy street" then, broke today.

Spend a few cents now for trees, prevent conditions from getting worse, and save your children from spending thousands.

We require lumber for rebuilding and repairing over 4,000,000 houses and barns on farms and villages, where 95% of the buildings are of lumber. We need billions of trees for shade, birds, water and fuel.

When you are through with this circular, kindly hand it to some friend or superintendent of schools. If you will send 25 cents in stamps, to assist in defraying expenses, I will gladly send you a bundle of printed matter, covering trees and seed, for distribution to your business men, who, if they read it, must realize what will eventually happen.

Nothing can save this country but men who do things instead of criticize.
I THANK YOU. FRANK S. BETZ
P. S.

I have been asked how much wealth I could add to this country if the Kiwanis Clubs got behind this proposition, and I said that if superintendents of schools would teach pupils, county agents would open the eyes of farmers, and newspapers and those who have property and must pay the bills would assist, I would guarantee to add over \$25 BILLION to the wealth of this country inside of the next 10 years.

BEFORE MAILING THIS CIRCULAR, I decided to take a daylight plane trip on the new T. W. A. Line from Chicago to San Francisco, northern route, and return via Texas. With powerful glasses, I observed a few scattered herds of cattle and sheep, endless acres once farmed and millions of acres that will eventually be nothing but desert unless irrigated, and while all this was very discouraging, never have I enjoyed a trip more

A COLLEGE EDUCATION

WILL YOU ADVANCE \$5.00 OR \$10.00 FOR PURCHASING TREES FOR SOME HIGH SCHOOL PUPIL, WHICH HE CAN SELL LATER ON AND PAY HIS WAY THROUGH COLLEGE?

Never Before and Never Again Will Such Low Prices Be Made For Balled and Bailed Trees

	5	10
	Trees	Trees
ARBOR VITAE, Am. 18-24 in.....	\$2.50	\$4.50
" " 24-36 in.....	3.00	5.25
" " Berkman's 15-18" 3.75		6.75
" " " 18-24" 5.00		9.00
" " Bonita, 12-18 in... 3.25		5.75
" " " 18-24 in... 4.00		7.25
" " Chinese, 18-24 in. 2.25		3.75
" " " 24-36 in. 3.25		5.50
" " Compacta 12-18 in. 3.25		6.00
" " " 18-24 in... 4.00		7.50
" " Globe, 12-15 in... 2.75		4.75
" " " 15-18 in... 3.75		6.75
JUNIPER, Irish, 18-24 in.....	3.00	5.50
" " 24-36 in. 3.50		6.00
" " 36-48 in. 4.25		7.50
" Pfitzer, 15-18 in. 4.25		7.50
" " 18-24 in..... 6.00		11.00
" Savin, 12-15 in..... 3.25		6.00
" " 15-18 in..... 4.00		7.50
" " 18-24 in..... 5.50		9.50
HEMLOCK, Canadian 18-24 in... 3.75		7.00
" " 24-30 in. 5.00		9.50
" " 30-36 in. 6.00		11.50
EVERGREENS, Broadleaf		
ABELIA, Grandiflora, 24-36 in..... 1.75		3.00
" " 36-48 in. 2.25		4.25
BROOM, Scotch, 18-24 in. 2.00		3.25
" " 24-36 in. 2.50		4.25
EUONYMUS, Sieboldi, 18-24 in... 2.75		4.75
" " 24-36 in... 3.25		6.00
HOLLY, American, 18-24 in. 3.25		6.00
" " 24-36 in. 4.25		8.00
MAGNOLIA, Grandiflora 24-36 in. 3.25		6.00
" " 36-48 in. 3.75		6.75

BETZ SETS THE PACE SENT OUT BY THE INDIANA DIVISION OF FORESTRY, 1929

The subject of this Bulletin is to recognize the valuable assistance of one of the first private individuals in Indiana who took off his coat in 1928 and went to work without pay on the tremendous problem of reforestation.

The varied career of Mr. Frank S. Betz will be interesting to friends of forestry.

Mr. Betz was raised on a farm in Wisconsin and knows forest conditions in practically every foreign country north of the Equator. He worked in a lumber mill and ran logs on the Chippewa river in 1879. For seven years beginning 1884 he sold hospital insurance to men working in sawmills, lumber yards and lumber jacks in over 300 logging camps in Michigan, Wisconsin and Minnesota, traveling through miles of wilderness.

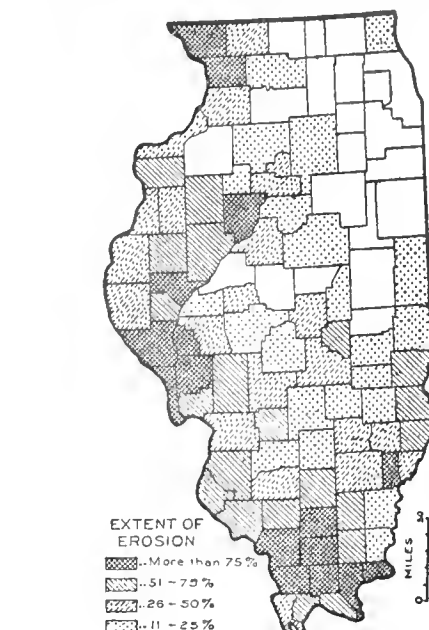
After accumulating a small fortune during the World's Fair in Chicago in 1893 and losing it he started the Frank S. Betz Company in a coal shed in 1895. In a few months he was occupying five rented buildings. He then built a plant in Chicago and in 1904 he purchased 12 acres in Hammond and built the first section of the Hammond plant which became the largest medical equipment industry in the world.

On his many trips abroad and while traveling through the farming districts in China, Japan, India, Palestine and Egypt he was impressed with the great social economic value of forests. Where there were no trees there was an impoverished nation, traced directly to the destruction of their forests.

THE NATIONAL LUMBER ASS'N., WASHINGTON D. C., 1929

Frank S. Betz, of Hammond, Indiana, who retired in 1915, is now injecting his energy into reforestation, not a campaign of words, but of actual work. He is setting the example in his home state, and urges men in other states to do likewise.

Mr. Betz is well acquainted with the logging and milling end of the lumber industry. According to biographical sketch of him, published in 1929, in the official organ of the American Surgical Trade Association, he worked in a sawmill and spent 7 years visiting



If Cholera Broke Out

in 81 of 102 counties in Illinois, would newspapers wait until from 11% to 75% of the people died before they advised everyone what to do?

The Government map above shows 81 of 102 counties ruined from 11% to 75% by erosion, which will require generations to bring back. The more land ruined, the more people to be taken care of by taxpayers.

\$1.40 Will Return Over \$30,000

One bushel (about 1250) water-tested WALNUTS, should produce 1,000 trees worth \$25 to over \$100 each which planted on land that has brought in no income for years will eventually make your children independent.

Three bushel, only \$4.35. Ten Bushel, \$13.00. 25 Bushel, \$31.25. Nuts are all water-tested.

The people live in mud huts without floors, doors or windows. The children follow the cattle day after day gathering their offal which is the only fuel the family have.

Mr. Betz bought a farm five years ago where he raises all kinds of trees from seed. While experimenting he wanted trees for the Betz Boy Scout Camp.

He then took up the matter with the Hammond Superintendent of Schools and offered to furnish 500,000 pine, spruce and arbor vitae tree seeds for the pupils to experiment with free. Mr. Caldwell, Superintendent agreed to this, and over 2,000,000 were planted by Lake County pupils, and over 8,000,000 were planted this year.

Up to the present time tree seeds were planted by over 400,000 pupils. His offer to the Indiana Department of Conservation last week will mean millions of dollars added to the wealth of the state.

Mr. Betz's offer is to turn over free of charge as many water tested walnuts as there were walnut seedlings planted by all state nurseries in the United States last year. These walnuts are to be planted by school children and Boy and Girl Scouts, etc., etc.

Division of Forestry Supports Plan

The future economic value of five million walnut trees worth even \$25 each, would amount to \$125,000,000.

R. F. WILCOX, State Forester.

OAK, WHITE or CHESTNUT

125,000 BEAUTIFULS. WHILE THEY LAST, 6-12 INCH, \$17.50 PER 1,000. 12-18 INCH, \$22.50. THEY MUST BE SOLD.

FRUIT TREES, FIRST QUALITY, BUDDED OR GRAFTED.

In Lots of 10, 25, and 100

Have Friends Order with You and Get The Wholesale Price.

APPLES—Baldwin, Early Harvest, Jonathan, Maiden Blush, Red June, Winter Banana, King David, Fall Pippin, Greenings, Red or Yellow Delicious, Winesap, Yellow Horse, or Imperial. 12-18" 25 for \$2.25 — 100, \$7.50. 18-24" 10 for \$1.75 — 25, \$3.25 — 100, \$10.00. 24-36" 10 for \$2.50 — 25, \$3.90 — 100, \$11.75. 38-48" 10 for \$3.25 — 25, \$5.75 — 100, \$17.50. 48-60" 10 for \$3.75 — 25, \$6.50 — 100, \$20.50.

BIG CHERRY OFFER — 10 BIG MONTMORENCY, EARLY RICHMOND, BLACK TARTARIAN, GOVERNOR WOOD, or NAPOLEON, 36-48 inch, ready to bear, \$5.80. DON'T MISS THIS.

APRICOTS—Early Golden. 24-36" 10 for \$2.50 — 25, \$3.90 — 100, \$11.75. 36-48" 10 for \$3.25 — 25, \$5.75 — 100, \$17.50.

PEACHES—Gold Jubilee, Early or Late Alberta, Carman, Crawford's, Hilley, Hale, Red Bird, South Haven, Indian Blood, or Health Cling. 12-18" 25 for \$2.25 — 100, \$6.50. 18-24", 10 for \$1.50 — 25, \$2.50 — 100, \$8.50. 24-36" 10 for \$2.00 — 25, \$3.25 — 100, \$10.00. 36-48", 10 for \$2.50 — 25, \$4.25 — 100, \$15.00.

PLUMS—Blue Damson, Abundance, Burbank's, or Wickerson. 18-24", 25 for \$3.00 — 100, \$7.50. 24-36", 10 for \$2.00 — 25, \$4.00 — 100, \$12.50. 36-48", 10 for \$3.00 — 25, \$5.75 — 100, \$17.50.

WOMAN'S CLUB OUTFITS—GREATEST OFFERS EVER MADE

WILL ADD FROM \$100 TO \$500 TO ANY PROPERTY. THE BEST TREES AND FLOWERING SHRUBS FOR ONE-QUARTER OF WHAT YOU WOULD PAY IF YOU ORDERED THEM SEPARATELY.

WOMAN'S CLUB OUTFITS

100 BEAUTIFUL FLOWERING SHRUBS

NO. 1 — All 12-18" 10 of each: Althea Rosea — Japanese Barberry — Calycanthus Sweet Shrub — Red Bark Dogwood — Golden Bell Forsythia — Pink Deutzia — Ixora — Privet — White Spiraea Van Houttei — Pink Spiraea — Pink Weigelia. Worth \$50 On Any Lawn — ALL FOR \$3.50.

NO. 1A — SAME AS ABOVE, ONLY 18-24 INCHES HIGH, \$5.00.

100 LAWN AND SHADE TREES

NO. 2 — All 18-24" 10 of each. Trees everyone wants: Honey Locust — American Beech — Black Walnut — Tulip — Russian Mulberry — Red Bud — Sugar or Hard Maple — Silver Leaf Maple — American Elm — American Linden. — ONLY \$3.00.

NO. 2A — SAME AS ABOVE, ONLY 24-30 INCHES HIGH, \$3.75.

NO. 8—THE LEADER. All 48-60 inch, 5 of Each: RED BUD, WHITE FLOWERING DOGWOOD, — TULIP POPLAR, SWEET GUM. — AND SUGAR MAPLE. —For \$4.75

NO. 9—THE GREAT LEADER. SAME AS ABOVE 60-72 INCH — ONLY \$6.50

NO. 10—IRIS, assorted varieties, mixed colors Per 100—\$2.00 — Per 1,000—\$12.50

A BLESSING TO FARMERS

and business men who own worthless, eroded, drought-stricken farmland, or have friends who own such land.

The new RUSSIAN GIANT SUNFLOWER referred to in this country for the first time May 8, '37, grows 15 feet high, and has 18-in. heads.

The Russian Embassy report that in 1936, 1,047,000,000 pounds of oil were extracted and used for food and in industry, and this year they planted 7,090,000 acres, which should produce 3,000,000,000 pounds of oil.

We have imported as much as 5,677,000 pounds of seed and 37,000,000 pounds of oil in a single year.

Of the two large seed shipments I distributed last spring many have written letters of amazement at the rapidity of growth and enormous size.

Average yield for Missouri, 400 lbs; Illinois, 650; and California, 700 lbs. per acre, and from 20 to 30 tons of feed.

SEND A ONE DOLLAR BILL TODAY FOR ENOUGH SEED FOR 1938 PLANTING TO PRODUCE SEED FOR PLANTING A BIG FARM IN 1939. OR 25 CENTS BUYS ENOUGH FOR A DOZEN LAWNS.

On account of the enormous amount of oil, it is the coming feed for stock and fowl. Costs little, does the work, and will grow anywhere.

Don't make the mistake thousands did when upon returning from the Far East in 1917, I told our Chamber of Commerce about the millions of pounds of soy beans raised in Asia that our farmers could grow if they would wake up.

Tell them that the millions of pounds of this seed we now import are harvested by hand, and that we import over 30,000,000 lbs. of butter and, in January, alone, over 19,000,000 pounds of meat. GIANT RUSSIAN SUNFLOWER SEED will change this, and our farmers who will wake up can get the money going to foreign countries.

SEND A ONE DOLLAR BILL FOR SEED AT ONCE. In addition to being unexcelled as a stock and fowl feed, a large concern in St. Paul now puts them up in small bags for the hundreds who enjoy eating them like peanuts.

If you raise chickens, \$1.00 worth of seed will produce enough to make over \$100.



SELECTED BLACK WALNUTS

THE 250,000 SELECTED, WATER-TESTED BLACK WALNUT TREES SHOWN above were planted by W. B. Otwell, the well-known "Iris King", of Carlinville, Illinois.

"Selected, water-tested BLACK WALNUTS" means that all floaters were removed, and that every nut stamped in the ground with the heel and covered with dirt will grow.

There are about 1250 nuts in a bushel. PRICE: ONE BUSHEL, \$1.50. — 3 BUSHEL, \$4.35. — 5 BUSHEL, \$7.00, which should produce 8,000 trees worth from \$25.00 to over \$100 each.

Each full-grown tree should produce \$6.00 worth of nuts yearly, which can be sold to candy factories, bakeries, etc.

During 1936, we shipped over 12,000,000 pounds of BLACK WALNUTS to foreign countries.

THE HAMMOND PARK BOARD RAISED 16,000 BLACK WALNUT TREES FOR THE PARKS AT AN EXPENSE OF \$32.00 FOR THE NUTS.

They make a beautiful shade tree and if kept trimmed will grow very tall.

For the advertising, IT WILL PAY EVERY MAN IN BUSINESS TO FURNISH PUPILS IN SCHOOLS WITH ONE OR TWO SELECTED BLACK WALNUTS BECAUSE THE ACTUAL COST IS SO SMALL.



A COLLEGE EDUCATION.
AN OFFER OF A LIFETIME

Genuine Colorado Blue, Silver Blue, and Silver Tipped Spruce from Colorado, 95% Guaranteed To Turn Koster the Eighth Year.

In order to make them grow perfectly cone-shape, from the ground to the top, every fall the limbs that grow too fast should be clipped with a sharp knife.

AT OUR PRICE WE PRACTICALLY GIVE THEM AWAY.

100 BEAUTIFUL COLORADO BLUE, 3-YEAR-OLD, ONLY \$5.50, which is less than one 8-year-old tree sells for. Or 25, ONLY \$2.50. 95%, remember, are guaranteed to turn KOSTER.

250 WISCONSIN COLORADO BLUE, 4-8 inch, \$5.50.

Not one tree should die if the roots are set in lukewarm water for three hours as soon as received, then planted in mud, mulched with leaves or grass and watered.

10 TREES, FROM COLORADO, 10-12 IN. ONLY \$2.50. 25, ONLY \$5.00

15-18 INCH BEAUTIES, WHILE THEY LAST, 10 FOR \$4.00. OR 25, ONLY \$8.00.

GRAVE DECORATIONS: 20-24 INCH, 5 TREES FOR \$6.50.

KOSTER BLUE, 24-30 INCH, which sell for \$6.00 to \$7.50 each, while they last, 5 trees, only \$11.50.

PLANT FOUR TREES IN THE CEMETERY, the fifth hold in reserve in case one should die.

YOUR WAY PAID THROUGH COLLEGE. HIGH SCHOOL STUDENTS: Buy 100 COLORADO BLUE, 3-year-old, from Colorado, or 250 from Wisconsin, 3-year-old which will sell for enough to more than pay your way in college for one year, and by investing \$10 or \$20 for trees yearly, not only can you pay your way, but when you graduate, you will have funds for your office, equipment, books, etc., and, in addition, you will have invaluable business experience that you cannot buy and must have to make your first million.

In another column, you will find a list of trees offered at one cent each or less. Buy and plant all you can; they will sell for a high price.

LATEST REPORTS

CHICAGO TRIBUNE, Oct. 3, '37, states that 5,000 meat shops went on strike in New York City against high prices, that cotton dropped to \$8.25 at New Orleans on Oct. 2, and that the world's carry-over will be between 17,000,000 and 18,000,000 bales, the largest on record. 52 countries are now raising cotton, controlled by us for 100 years, because it is a cash crop.

Since June, I have covered thousands of miles of cattle country west of the Mississippi where all grass was dead, creeks and water holes for watering stock were dried up. In sections, they had no rain this year or for several years. HOW MANY KNOW THAT, over 50,000,000 acres have produced their last food?, and experts claim farmers on over 200,000,000 acres must be moved by the government if they are to raise enough to live.

One big storm in the 90,000,000-acre dust bowl, west of the Mississippi, is liable to create a 250,000,000-acre desert, and the great wheat section of western Canada, north of Dakota, Montana and Wyoming, where they have had no rain for so long no doubt will eventually do likewise.

As the population of the leading countries of the world now doubles in less than 60 years, and we now have all we can do to produce enough to feed our present population, what will we do should there be one or two crop failures?.

Is it possible that the great leaders of our Chamber of Commerce, Woman's, Kiwanis, Rotary, Lions, Izaak Walton League and other organizations, who are supposed to number among their members men and women who know all this, can see no advantage in teaching pupils, who will be the men and women of tomorrow, to plant trees?

Cover the world, as I have, see how people live, and cover the farms facing thousands of miles of our highways whose owners have lost practically everything, do not own a cow or a hog, and then think of the millions of walnuts, hickory nuts, butternuts and other tree seed that rot on the ground every year that could be planted, for saving our land and making lumber if they could be put in the hands of the children.

Planting trees is not new, and in order to save this country, must we do as they did in England and Germany in the 15th century: Allow no man to marry until he plants so many?

Below, I offer you a large variety, 1,000 in a bundle, for less than you could hire a man to dig, clay the roots, pack, crate and put them aboard the cars if you got them free.

Those of us who were in the field 60 years ago never realized the time would come when there would be no good farmland left.

Read page one of this bulletin, every word of which is true, or, better still, take your automobile and go over this territory and see for yourself. Make a trip through any section where farmers have nothing to eat or wear except what the few dollars received from relief sources buys.

Write the Government Printing Office, Washington, D. C., for Zon's work, "FORESTS AND WATER IN THE LIGHT OF SCIENTIFIC INVESTIGATION". Page 29 tells you how rain comes from trees, something few know, and why our water level has been receding during the past 75 years. Also refer to pages 70-106, inclusive, covering experiments made in Germany, France, Switzerland, Russia, England, Australia, China, Belgium, India, Africa, and Asia.

Information worth thousands to taxpayers costs you only 20 cents. What these countries went through centuries ago, future generations of this country will go through, unless steps are taken to preserve our soil, upon

which the destiny of the Nation is dependent.

One would think large corporations, who must eventually pay the bulk of the billions it will cost, would like to see or would send a committee through Asia and Africa and learn what happened. Everyone knows that over 400,000,000 tons of our grain-producing top soil has been blown away or carried down stream yearly for a long time.

Imagine trying to make a living for your family on a farm with sand where it has not rained for five or ten years.

Articles written by men who know nothing about farming tell you about our bumper crops, but COLLIER'S, SATURDAY EVENING POST and the NEW YORK TIMES started men out who know their business and told the truth, and the time will come when our big taxpayers and the thousands in all lines who are slipping, will say: "We thought Betz was crazy and that tree planting was a Kindergarten proposition, but it is what saved Europe, and would have saved Asia".

Below you will find a list of trees such as bought by everyone who owns a home for beautifying lawns and for pupils to plant.

See that every child who desires to purchase, gets as many as they want at cost.

Each pupil should bring a towel, which should be wet before the tree is wrapped in it, then roll in a newspaper so the air cannot strike the roots, and hurry home, plant in mud at once, and don't allow the little trees to dry out. If planted outdoors, mulch with leaves and straw during the winter to prevent the ground from thawing and freezing and in the summer to prevent them from drying out.

1 0 0 0 IN A BUNDLE

	Size	Trees
ASH, Green	12-18"	12.00
" Mt. Native	" "	9.50
BASSWOOD	" "	11.00
BEECH, Amer.	" "	8.00
BIRCH, River	" "	9.50
BROOK, Euonymus	" "	8.50
BUCKTHORN	" "	11.00
CATALPA, Amer.	" "	10.00
" Western	" "	10.00
CEDAR, Red	" "	10.00
CORALBERRY	" "	9.50
COTTONWOOD	" "	9.50
DOGWOOD, White Flowering	" "	8.50
ELM, Amer.	" "	9.50
" Chinese	" "	8.00
" Cork Bark	" "	9.50
" Winged	" "	9.50
GUM, Black	" "	11.50
" Sour or Sweet	" "	11.50
HACKBERRY	" "	10.00
HEMLOCK, Canadian	" "	10.00
HORNBEAM, Amer.	" "	9.00
JUNIPER, Virginia	" "	10.00
LINDEN	" "	11.00
LOCUST, Black	" "	9.00
" Honey	" "	9.00
" Moss	" "	9.00
MAPLE, Red	" "	12.00
" Scarlet	" "	12.00
" Sugar	" "	12.00
MULBERRY, Russian	" "	10.00
OSAGE ORANGE	" "	10.00
PERSIMMON	" "	10.00
PINE, Native Field	" "	10.00
" Shortleaf	" "	10.00
POPLAR, Chinese	" "	11.00
" Italian	" "	11.00
RED BUD, Amer.	" "	9.50
SASSAFRAS	" "	9.50
SYCAMORE, Amer.	" "	10.00
TREE OF HEAVEN	" "	10.00
TULIP	" "	9.50
WALNUT, Black	" "	11.50
" White	" "	11.50
WILLOW, Amer.	" "	9.50
" Black	" "	9.50

DECIDUOUS TREES

TAKE WHAT YOU WANT AT PRICES NEVER MADE BEFORE. NOTHING WILL ADD MORE TO THE VALUE OF PROPERTY THAN A FEW TREES YOU CAN BUY FOR A FEW CENTS.

Get your friends to order with you and divide.

In 1,000 lots for pupils, scouts, 4H clubs, etc., SEE ANOTHER COLUMN.

	Size	10	25	100	250
ASH, Black	48-60"	3.75	6.25	.....	.....
" European	18-24"	.....	2.50	6.25	.....
" Green	12-18"	.....	1.00	2.25	3.50
" "	24-36"	.....	1.50	3.00	4.75
" "	36-48"	.....	2.50	6.00	.....
" "	48-60"	2.75	.....	.....	.....
" Mount. Native	12-18"	.....	0.75	1.50	2.75
" "	24-36"	.....	1.25	3.00	5.00
" "	72-84"	3.00	.....	.....	.....
" White	12-18"	.....	1.00	2.00	3.00
BASSWOOD	12-18"	.....	1.00	2.00	3.50
" "	60-72"	3.00	.....	.....	.....
BEECH, Amer.	12-18"	.....	1.00	2.00	3.50
" "	24-36"	.....	2.00	3.00	4.50
" "	60-72"	3.00	.....	.....	.....
BIRCH, Cherry	12-18"	.....	0.75	2.00	3.00
" "	24-36"	.....	1.25	3.00	4.75
" Cutleaf Weep	48-60"	13.75	.....	.....	.....
" River	12-18"	.....	0.90	1.75	2.75
" "	36-48"	.....	2.00	5.50	.....
" "	60-72"	2.25	.....	.....	.....
" "	72-84"	2.75	.....	.....	.....
" Red	12-18"	.....	0.90	1.75	2.75
" "	36-48"	.....	2.00	5.50	.....
" "	60-72"	2.25	.....	.....	.....
" "	72-84"	2.75	.....	.....	.....
" White	18-36"	.....	1.50	4.50	.....
" "	36-48"	.....	2.50	7.50	.....
" "	60-72"	3.00	.....	.....	.....
" "	72-84"	4.50	.....	.....	.....
BOXELDER	12-18"	.....	0.80	1.50	2.75
" "	18-24"	.....	1.10	2.00	3.00
" "	24-36"	.....	1.25	2.25	4.25
" "	72-96"	5.00	.....	.....	.....
BUCKEYE, Yellow	10-12"	.....	1.00	2.25	4.00
" "	36-48"	1.75	.....	.....	.....
BUCKTHORN,	18-24"	.....	1.00	1.75	3.25
" "	36-48"	.....	1.75	3.00	5.00
BUTTERNUT	12-18"	.....	1.25	2.50	4.00
" "	36-48"	1.25	.....	.....	.....
CARAGANA	12-18"	.....	1.75	4.00	.....
" "	36-48"	1.50	.....	.....	.....
" "	48-72"	2.50	.....	.....	.....
CATALPA, Amer.	12-18"	.....	0.90	1.75	2.50
" "	24-36"	.....	1.50	2.75	4.50
" "	48-60"	1.00	.....	.....	.....
" Umbrella	60-72"	7.00	.....	.....	.....
" Western	12-18"	.....	0.75	1.50	2.75
" "	36-48"	.....	1.75	3.75	6.25
Cherry, Wild Black	12-18"	.....	1.75	4.00	7.50
Chestnut, Am.Sweet	18-24"	.....	2.50	7.50	.....
" "	24-36"	3.00	6.50	17.50	.....
" Chinese	10-15"	.....	3.50	12.50	.....
" "	36-48"	4.25	8.50	.....	.....
" Horse	10-12"	.....	1.00	2.25	4.00
" "	36-48"	1.75	.....	.....	.....
" Jap. Giant	10-12"	.....	2.50	7.50	.....
Coffee Tree, Ky.	12-18"	.....	2.00	5.00	9.50
COTTONWOOD	12-18"	.....	.....	1.00	2.50
" "	18-24"	.....	.....	1.75	3.00
" "	24-36"	.....	.....	2.00	3.50
CRAB, Bechtel's	36-48"	9.00	.....	.....	.....
" Flowering	12-18"	.....	1.50	4.25	.....
Cucumber Tree	12-18"	.....	1.00	2.25	5.00
" "	60-72"	4.00	.....	.....	.....
ELM, Amer.	18-24"	.....	1.25	2.50	3.50
" "	72-84"	4.75	.....	.....	.....
" Chinese	12-18"	.....	1.00	2.00	3.00
" "	60-72"	5.50	.....	.....	.....
" Cork Bark	18-24"	.....	1.25	2.50	3.50
" "	72-84"	4.75	.....	.....	.....
" Wing Bark	18-24"	.....	1.25	2.50	3.50
" "	72-84"	4.75	.....	.....	.....
GUM, Black	12-18"	.....	1.25	3.00	4.25
" "	24-36"	.....	1.75	4.00	6.00
" "	60-72"	3.00	.....	.....	.....
" Sour	12-18"	.....	1.25	3.00	4.25
" "	24-36"	.....	1.75	4.00	6.00
" "	60-72"	3.00	.....	.....	.....
" Sweet	12-18"	.....	1.00	2.00	3.00
" "	60-72"	2.75	.....	.....	.....
HACKBERRY	18-24"	.....	1.00	2.50	3.50
Hickory, Shagbark	10-12"	.....	1.60	2.25	5.00
" "	18-24"	.....	1.75	4.00	9.50
" "	36-48"	2.00	.....	.....	.....
" Shellbark	10-12"	.....	1.00	2.25	5.00
" "	18-24"	.....	1.75	4.00	9.50
" "	36-48"	2.00	.....	.....	.....
HORNBEAM, Am.	18-24"	.....	1.00	2.00	3.25
JUDAS TREE	12-18"	.....	1.60	2.50	4.00
" "	60-72"	3.25	.....	.....	.....
LINDEN, Am.	12-18"	.....	1.00	2.00	3.50
" "	60-72"	3.00	.....	.....	.....
LOCUST, Black	12-18"	.....	0.75	1.75	2.75
" "	24-36"	.....	1.00	2.25	3.50
" "	60-72"	2.00	.....	.....	.....
" Honey	18-24"	.....	1.25	2.50	4.00
" Moss Rose	12-18"	.....	1.25	2.50	4.00
" "	24-36"	1.75	3.50	.....	.....
Magnolia, Accum'ta	12-18"	.....	1.00	2.25	5.00
" "	60-72"	4.00	.....	.....	.....
" Great Leaf	12-18"	.....	2.25	6.50	12.00
" "	48-60"	4.00	7.50	.....	.....
" Umbrella	12-18"	.....	2.00	5.25	.....
" "	48-60"	3.50	.....	.....	.....
MAIDENHAIR	6-12"	.....	1.50	4.50	9.00
MAPLE, Amur.	12-18"	.....	1.25	4.00	.....
" Ash Leaf	12-18"	.....	0.89	1.50	2.75
" "	18-24"	.....	1.10	2.00	3.00
" "	24-36"	.....	1.25	2.25	4.25
" "	72-96"	5.00	.....	.....	.....
" Hard	12-18"	.....	1.00	2.00	3.50
" "	60-72"	5.50	.....	.....	.....
" Japanese	12-18"	.....	1.25	3.50	.....
" Norway	6-12"	.....	1.25	3.50	.....
" "	60-84"	6.50	.....	.....	.....
" Red	12-18"	.....	1.00	2.00	3.50
" "	60-72"	5.50	.....	.....	.....
" Scarlet	12-18"	.....	1.00	2.00	3.50
" "	60-72"	5.50	.....	.....	.....
" Silver	18-24"	.....	1.00	2.00	3.00
" "	60-72"	3.25	.....	.....	.....
" Sugar	12-18"	.....	1.00	2.00	3.50
" "	60-72"	5.50	.....	.....	.....
Mulberry, Black	12-18"	.....	1.00	2.50	3.50
" "	24-36"	.....	1.25	3.50	6.00
" Russian	12-18"	.....	1.00	2.00	3.00
" "	18-24"	.....	1.25	2.25	3.25
" "	60-72"	3.00	.....	.....	.....
OAK, Chestnut	12-18"	.....	1.65	3.75	6.50
" "	36-48"	2.75	5.50	.....	.....
" Red	12-18"	.....	1.65	4.00	8.50
" "	24-36"	1.50	.....	.....	.....
" White	12-18"	.....	1.50	3.50	6.25
" "	48-60"	2.25	.....	.....	.....
" Willow	12-18"	.....	1.50	3.50	6.25
" "	48-60"	3.00	.....	.....	.....
OLIVE, Russian	12-18"	.....	1.25	3.00	7.00
" "	36-48"	3.50	.....	.....	.....
" "	48-60"	5.50	.....	.....	.....
OSAGE Orange	12-18"	.....	0.75	2.00	3.00
" "	24-36"	.....	1.00	3.00	4.50
PAW PAW	12-24"	.....	1.25	3.00	4.75
" "	48-60"	2.00	3.50	.....	.....
PECAN, North'n	12-18"	.....	1.25	3.50	6.50
" "	12-18"	.....	1.75	4.75	9.50
Persimmon, Am.	18-24"	.....	1.00	2.00	3.25
Plane Tree, Am.	12-18"	.....	1.00	2.25	4.50
" "	60-72"	3.25	.....	.....	.....
POPLAR, Balm of Gilead	72-96"	5.00	.....	.....	.....
" Bolleana	10-12 Ft.	5.00	.....	.....	.....
" Carolina	12-18"	.....	1.25	3.00	5.00
" "	36-48"	1.25	2.00	5.00	10.00
" "	10-12 Ft.	9.00	.....	.....	.....
" Chinese Lomb.	18-24"	.....	1.25	2.50	.....
" "	60-72"	1.50	.....	.....	.....
" Golden Leaf	72-96"	7.50	.....	.....	.....
" Italian Lomb.	18-24"	.....	1.00	2.50	4.25
" "	72-96"	3.25	.....	.....	.....
" Russian	12-18"	.....	1.25	3.00	5.50

DECIDUOUS TREES CONTINUED

	Size	10	25	100	250
Tamarix, Afr. Pk.	12-18"	1.25	3.00	.....	.....
"	24-36"	1.75	4.00	.....	.....
"	60-72"	2.50	.....	.....	.....
" Blue Grey	12-18"	1.75	4.00	.....	.....
Tree of Heaven	12-18"	1.10	2.50	4.00	.....
"	60-72"	2.00	.....	.....	.....
TULIP TREE	12-18"	1.00	2.50	3.50	.....
"	18-24"	1.25	3.00	5.00	.....
"	8-10 Ft.	9.50	.....	.....	.....
WALNUT Black	6-12"	1.00	1.75	2.75	.....
"	12-18"	1.25	2.25	4.00	.....
"	36-48"	1.50	2.50	.....	.....
" Japanese	12-18"	3.50	5.50	.....	.....
" Perslan	12-18"	2.50	4.50	.....	.....
" White	12-18"	1.25	2.50	4.00	.....
"	36-48"	1.25	2.25	.....	.....
WILLOW, Golden	12-18"	1.25	3.00	4.75	.....
"	24-36"	2.00	5.00	.....	.....
" Weeping	18-24"	1.50	4.25	.....	.....
"	24-36"	2.00	5.00	.....	.....
" Wisc. Weep.	12-18"	1.75	5.50	.....	.....
"	36-48"	2.75	.....	.....	.....

FLOWERING SHRUBS

ONE OF THE FINEST LINES. GOOD ROOT SYSTEM. \$25 WILL ADD \$500 TO THE VALUE OF ANY PROPERTY.

	Size	10	25	100	250
ALMOND, Pink,	12-18"	3.50	10.50	.....	.....
"	24-36"	4.25	.....	.....	.....
ALTHEA, Asstd.	12-18"	1.75	4.00	.....	.....
"	36-48"	2.25	.....	.....	.....
" Red,	36-48"	3.00	.....	.....	.....
BARBERRY, Jap.	9-12"	1.10	2.50	4.00	.....
"	15-18"	1.75	3.25	.....	.....
" Thunbergi	9-12"	1.10	2.50	4.00	.....
"	15-18"	1.75	3.25	.....	.....
BLACKHAW,	12-18"	1.50	3.25	6.25	.....
"	48-60"	3.50	.....	.....	.....
BLUEBERRY Tree,	12-18"	1.00	2.50	5.00	.....
"	24-36"	2.00	5.00	9.00	.....
BRIDAL Wreath,	12-18"	1.00	2.75	4.75	.....
"	18-24"	1.25	3.50	6.00	.....
"	36-48"	2.00	.....	.....	.....
BROOK Euonymus,	12-18"	1.00	3.00	4.75	.....
"	36-48"	1.25	3.50	.....	.....
BROOM Scotch	18-24"	1.25	3.00	.....	.....
"	36-48"	1.50	3.25	9.00	.....
Butterfly Bush	12-18"	2.25	6.25	.....	.....
"	24-36"	2.00	.....	.....	.....

COTONEASTER ACUTIFOLIA

	Size	10	25	100	250
Cranberry, Hi-Bush	6-12"	1.25	4.00	7.50	.....
Crape Myrtle, Red	18-24"	3.50	7.50	.....	.....
Deutzia, Pk or Wht	12-18"	2.00	4.00	7.50	.....
"	36-48"	2.00	.....	.....	.....
Devil's Walk. Stick	48-60"	3.00	.....	.....	.....
DOGWOOD, English	12-18"	1.25	3.00	5.00	.....
"	24-36"	2.00	5.25	9.50	.....
" Red Bark	12-18"	1.00	2.00	3.50	.....
"	18-24"	1.50	4.00	6.25	.....
"	36-48"	2.00	.....	.....	.....
" White	18-24"	1.00	2.00	3.25	.....
"	60-72"	4.25	.....	.....	.....
" Yellow Bark	12-18"	2.00	5.25	9.50	.....
ELDER, Amer.	18-24"	1.00	2.25	4.00	.....
"	36-48"	2.00	4.00	.....	.....
Forsythia, Gold Bell	12-18"	1.10	2.75	4.75	.....
"	18-24"	1.75	4.75	9.00	.....
"	36-48"	1.50	.....	.....	.....
" Weeping	12-18"	1.75	4.50	8.50	.....
FRINGE, Purple	12-18"	3.00	10.00	.....	.....
"	18-24"	4.25	14.00	.....	.....
"	12-18"	2.00	5.00	9.50	.....
"	48-60"	5.00	.....	.....	.....
HAZELNUT, Amer.	18-24"	1.50	3.25	6.25	.....
HOLLY, Deciduous	12-24"	1.60	4.00	8.00	.....
"	48-60"	4.00	.....	.....	.....
Honeysuckle, Pink	36-48"	3.75	.....	.....	.....
" Winter	18-24"	2.00	4.75	9.50	.....
"	36-48"	3.00	.....	.....	.....

HYDRANGEA, Hill of Snow

	Size	10	25	100	250
"	12-18"	4.00	11.50	.....	.....
"	18-24"	2.75	.....	.....	.....
" Oak Leaf	12-18"	1.50	3.25	6.25	.....
"	24-36"	1.25	2.25	5.50	.....
" Paniculata	24-36"	4.75	.....	.....	.....
LILAC, Chinese	24-36"	2.75	5.50	.....	.....
" Persian	24-36"	2.75	5.50	.....	.....
" Purple	12-18"	3.00	7.50	.....	.....
"	24-36"	2.50	.....	.....	.....
Mock Orange, Phil.	12-18"	1.25	3.00	4.75	.....
"	36-48"	2.00	.....	.....	.....
Mountain Stuartia	12-18"	1.75	4.00	6.25	.....
"	36-48"	3.00	.....	.....	.....

PRIVET, Amur River North

	Size	10	25	100	250
"	12-18"	1.50	3.50	6.25	.....
" South	18-24"	1.00	1.80	2.75	.....
" California	12-18"	1.00	2.50	3.50	.....
"	36-48"	1.00	.....	.....	.....
" Ibolium	12-18"	1.50	3.00	4.75	.....
"	24-36"	1.00	.....	.....	.....
" Iboia	12-18"	1.50	3.50	6.25	.....
"	24-36"	1.25	.....	.....	.....
QUINCE, Jap Flow.	12-18"	1.50	3.00	5.50	.....
"	24-36"	4.00	.....	.....	.....

RHODODENDRON, Lau-Rose

	Size	10	25	100	250
"	12-18"	1.75	4.25	7.50	.....
Rose of Sharon	18-24"	1.00	2.00	3.50	.....
"	24-36"	1.25	2.50	4.50	.....
Snowball, Amer.	12-18"	2.50	5.75	.....	.....
"	24-36"	4.00	.....	.....	.....
" Jap.	12-18"	3.50	7.25	.....	.....
"	24-36"	4.75	.....	.....	.....
Spirea, Anth. Wat.	12-15"	2.00	4.00	.....	.....
" Billardi White	12-18"	2.00	5.00	12.50	.....
"	24-36"	1.50	3.00	.....	.....
" Callosa Pink	18-24"	1.25	2.50	3.75	.....
"	36-48"	2.00	4.00	.....	.....
" White	12-15"	1.25	2.50	.....	.....
" Douglassi Pink	12-18"	1.50	3.50	6.25	.....
"	24-36"	1.50	2.75	.....	.....
" Thunbergii W.	18-24"	1.75	3.25	9.00	.....
"	36-48"	2.75	5.00	.....	.....
" Tomentosa	18-24"	1.25	3.00	4.75	.....
" Van Houttei	12-18"	1.00	2.75	4.75	.....
"	18-24"	1.25	3.50	6.00	.....
"	36-48"	2.00	.....	.....	.....
Strawberry Bush	12-24"	1.50	3.25	7.50	.....
Sumac, Aro. Sweet	18-24"	1.25	3.00	4.75	.....
"	36-48"	2.25	4.75	.....	.....
" Staghorn	18-24"	1.25	3.00	4.75	.....
"	60-72"	2.25	.....	.....	.....
Welgela, Lemoine	24-36"	1.80	3.00	8.50	.....
" Pink or Rose	12-18"	1.75	4.00	7.50	.....
"	36-48"	2.25	.....	.....	.....
Yucca, Adams Needle	2 yr.	1.25	.....	.....	.....

BALLED AND BAILED—FREE WHILE THIS SPECIAL LOT LASTS, WE OFFER TWO FOR THE PRICE OF ONE.

	Size	10	25	100	250
ARBOR VITAE, Chinese,	36-42"	2.25	.....	.....	.....
"	42-48"	2.50	.....	.....	.....
"	48-54"	2.75	.....	.....	.....
"	54-60"	3.00	.....	.....	.....
"	Pyramidal, 24-30"	2.25	.....	.....	.....
"	30-36"	2.75	.....	.....	.....
LARCH, Japanese,	36-48"	2.00	.....	.....	.....
"	48-60"	2.25	.....	.....	.....
PINE, Austrian,	36-42"	2.25	.....	.....	.....
"	42-48"	2.50	.....	.....	.....
"	48-60"	3.00	.....	.....	.....
"	60-66"	3.25	.....	.....	.....
"	66-72"	3.75	.....	.....	.....
PINE, Jack,	36-48"	2.00	.....	.....	.....
"	48-54"	2.25	.....	.....	.....
"	54-60"	2.50	.....	.....	.....
" Scotch,	36-42"	2.25	.....	.....	.....
"	42-48"	2.50	.....	.....	.....
"	48-60"	3.00	.....	.....	.....
"	60-72"	3.50	.....	.....	.....

CHINESE BLIGHT RESISTING SWEET GIANT CHESTNUTS:

One dozen trees will support a family. While they last, 12 trees, 10-15 inches high, which will bear when 4 to 6 years old, only \$3.00. 12 trees 36-48 inches, \$5.00.

AMERICAN SWEET CHESTNUT

Trees from blight-free territory. 25 Trees 8-10 inch, \$1.50. 50 Trees, \$2.50. or 25 Trees 18-24 inch, \$2.50 50 Trees, \$4.00

5,000 SHORTLEAF PINE

enough to plant two acres, will eventually sell for a high price, only \$32.00



1915
ASSETS
\$2,229,000.00

CAPITAL
\$25

THE BETZ PLANT WHEN I RETIRED, JAN. 1st, 1915

for the purpose of seeing how people in the oldest countries in the world live, leaving the largest concern of its kind without one dollar of indebtedness.

As I had crossed the Atlantic and Pacific many times, I realized that the only way to derive full benefit from the trip was to make a contract with the American Express Co., for an automobile and a good guide to meet us at the docks on the arrival of the steamer and at the hotel each morning while traveling through China, Japan, the Philippines, Malay States,, India, Burma, Palestine and Africa, and while many who know nothing about the wonderful opportunities one has to make money by getting in contact with manufacturers in these countries, may consider this unnecessary, you can rest assured that with a good guide you will receive ninety-nine times more for your money by seeing objects and places that can be located only through a native guide.

I should like to cover this trip again with 25 live business men who could make the expense many times by knowing where and how to buy from manufacturers who have been in special lines for generations.

ALEXANDER H. LEGGE, PRESIDENT OF THE INTERNATIONAL HARVESTER COMPANY, at the Central States Forestry Congress, Cincinnati, Ohio December 4, 1931, Said

Speaking of individuals who are interested in reorestation, probably you people of the Central States Forestry Association know all about the activities of Mr. Frank S. Betz of Hammond, Indiana.

Mr. Betz might be called a modern "Johnny Appleseed" if it were not for the fact that he is undoubtedly a keen and up-to-date business man.

I note that Mr. Betz says in a recent communication that he expects to round out this year the distribution, through clubs, associations, Boy and Girl Scouts, 4-H members and public school children, of 100 million trees and tree seeds.

May the good Lord send us more men like this tree-loving, tree planting gentleman from Indiana!

FROM THE HOLY LAND

New York City, Feb. 4, 1932

"Dear Mr. Betz:

"I have returned from my world tour in which I had the opportunity of visiting Palestine, where I saw millions of little trees growing from the seed which you so generously contributed. Ere long those barren hills of Judah will once again be clothed with verdure. Even this generation will see a marvelous change in the country which will be largely brought about by your munificent gift.

"I am looking forward to visiting Chicago on Saturday night when I am due to arrive to lecture on Sunday, February 28, at the Chicago Academy of Sciences on the Rebirth of Palestine at 3 o'clock in the afternoon. I trust that it may be possible for you to be present, as I am sure you would like to see the film of the tree planting. I shall look forward to seeing you some time after the meeting, if only for a few minutes.

"I am telling the world what you have done for Palestine.

RICHARD ST. BARBE BAKER, 32 Warwick Rd., London."

CHRISTMAS TREES TO U.S.A.

Montreal, Quebec, reports more than 4,000,000 Christmas trees shipped from eastern Canada to 15 states. Of the 700 carloads, many will go as far west as Iowa and South to Louisiana—CHICAGO TRIBUNE, Dec. 5 '31

Think of how high school graduates who, by investing from \$10 to \$15 yearly for 3-year-old WHITE, BALSAM or DOUGLAS FIR, COLORADO BLUE, NORWAY, BLACK HILL, ENGELMAN, or WHITE SPRUCE and allowing them to grow 3 or 4 years, could pay their way through college, and think of the farmers who could make \$500 an acre, as reported in Government bulletins, from land now bringing in no income.

The funny part of this proposition is, the very men who "poo hoo" the idea will pay as much as \$3.00 for a tree each Christmas that they could buy for less than two cents each.

Write the Dept., of Agriculture, Wash., for bulletin telling about the money made raising Christmas trees.

OLIVE TREE SEED

IN THE NORTH, THEY SHOULD BE PUT IN THE BASEMENT DURING ZERO WEATHER. 12 CENTS PER PACKAGE, POSTAGE PAID.

"TOBACCO ROAD"

WE PAY YOU TO READ IT!

The "hottest" proposition in theatrical history of this generation. Closed by the police in many cities. The

most sensational, yet authentic book, ever published depicting conditions surrounding thousands of farmers with incomes of from 0 to a few dollars yearly, many of whom live two and even three families in a room.

The greatest triumph ever opened on Broadway. Thousands turned away. Yet sensational as it is, those who know nothing of what becomes of the millions of boys and girls who flock to our cities from worthless soil-eroded farms without trades or experience or what they do for a livelihood should read it.

Don't think this applies to the south only. Boys and girls everywhere are out hustling for themselves and must make a living some way.

200 pages of facts which 99 out of 100, who know nothing about the ways of the world, will say are exaggerated.

Why pay \$3.60 to see the play, or \$2.50 for the book. We send it in sealed package, postage paid, for \$1.10. Return it in ten days and we will send you a bag of assorted tree and shrub seed for producing over \$50 worth of trees and flowering shrubs, including 1,000 hand-picked BLUEST OF BLUE COLORADO BLUE SPRUCE TREE SEED, which will produce over \$500 worth of trees.

ZELENKA CONCORD GRAPES

Many vines produce 100 pounds. 25 Vines and 150 Giant Mountain Blackberry Bushes which produce berries for weeks, only \$3.00. Turn them over to some farmer for half of what they produce, and you will get your money back many times yearly as long as you live. IF YOU KNOW SOME ONE ON A FARM, DON'T MISS THIS OFFER.

DEVIL TONGUE CACTUS

KEEP DOGS AWAY FROM TREES AND SHRUBS. BEAUTIFUL FLOWERS. GREAT MULTIPLIERS. DOZEN, POSTAGE PAID, \$1.25. SEED, 12 cents package, post paid.

FREE—2500 SELECTED COLORADO BLUEST OF BLUE SPRUCE SEED.



with each \$1.00 SCOUT OR 4H CLUB Package OF SEED — ENOUGH FOR 20 LAWNS — CONSISTING OF (17 Varieties) SILVER FIR— Silver and Japanese Cedar—Norway and Tiger Tail Spruce Chinese, Virginia and Pyramidal Juniper—Scotch, Mugho, Austrian, White, Korean, Japan Black, and Japanese Red Pine—Tree of Heaven—and Japan Yew.

OR SELECT 10 PACKAGES, ANY VARIETIES. FOR \$1.00.

A BLESSING TO FARMERS AND BUSINESS MEN

ON ACCOUNT OF THE OIL NOW BEING USED FOR FOOD, A
PROPOSITION THAT IS BOUND TO PRODUCE MORE
WEALTH FOR FARMERS THAN DID THE SOY BEAN.

The first account of this new Mammoth Russian Sunflower oil, cattle, hog and chicken feed was published here May 21, 1937.

A letter from the Russian Embassy states that for 1936 over 1,047,000,000 lbs. of oil was extracted, which is used for food purposes and in industry.

We have imported as much as 5,677,000 lbs. of Sunflower Seed in a single year, and as much as 37,000,000 lbs. of Sunflower oil.

If you own a farm or have a friend who does, don't let this offer get away from you.

Average yield in Missouri, 400 lbs. per acre; Illinois, 650 lbs, and California, 700 lbs.

Plant with corn planter or grain drill in rows 36 inches apart; plants, 8-10 inches apart.

Will produce from 20 to 30 tons of feed per acre under moist conditions and 5 to 10 tons under dry farming.

Many claim Sunflower silage equal to corn for stock.

Write your Dept., of Agriculture for bulletin on SUNFLOWER SEED.

The Russian Government planted 7,090,000 acres this year. Last year, they produced 1,047,137,000 lbs. of oil, and millions of tons of feed.

A ONE DOLLAR BILL WILL BUY ENOUGH OF THIS NEW OIL SEED AND STOCK FEED which if planted in 1938, will produce enough seed to plant a dozen farms.

With Russia planting over 7,000,000 acres, there must be something to it.

Don't make the mistake thousands of our farmers did: When I returned from the Far East in 1917, and told our Chamber of Commerce about the millions of pounds of soy beans raised in the Far East, they were not interested; but they finally woke up and today we raise and import millions of pounds, that will eventually be raised here.

AWAIDKI JIKOMIYAN (See over)

1937

Be the first to take advantage of the best and cheapest feed for stock and fowl on the market. Tell your farmers about these $\frac{5}{8}$ TO $\frac{3}{4}$ INCH GIANT RUSSIAN SUNFLOWER SEED. They grow 15 feet high and the heads run to 18 inches in diameter. They will also prevent erosion, dust storms and floods by holding back the top soil.

With millions of acres of our grazing land ruined and we import millions of pounds of meat and over 30,000,000 lbs of butter last year, don't let this offer get away from you.

There is a reason why the farmers of this country are in the condition they are. The rich, who knew that what happened to all countries when the black soil was washed away would eventually happen here, did not realize that the time would come when they would be compelled to support millions on farms for years to come, who cannot make a living on their land today.

Every superintendent of schools knows the history of the countries in Asia and Africa where they have simply existed for centuries. These countries were all covered with trees at one time. The Egyptians, Greeks and Babylonians took up this work 4,000 years ago and then went to sleep, the same as we are doing in this country.

I gave a talk at our Kiwanis Club and Chamber of Commerce, and seed were ordered for 500 farmers in this county. If business men would take more interest in farmers, it would save them millions of dollars which they now pay out in taxes, and the farmers would have money to spend.

Superintendent Caldwell of the Hammond Schools, whose father sawed and sold the finest walnut lumber from their farm in Iowa for \$6.00 per 1000 ft., purchased 100,000 Russian Sunflower seed, which are being distributed to pupils. Superintendent Caldwell, in 1928-29, assisted me in distributing over 2,000,000 Pine Spruce, and Arbor Vitae tree seed to Hammond Pupils.

As the Russian Sunflower grows so fast and makes such a fine appearance, pupils are interested in planting them.

Order a sample \$1.00 bag of seed and distribute them to the farmers and the children in your county.

OR ORDER A 25 CENT (Stamps) PACKAGE OF SEED ENOUGH FOR 25 GARDENS, the seeds grow from $\frac{5}{8}$ to over $\frac{3}{4}$ inch long and the heads to 18 inches in diameter.

FRANK S. BETZ BETZ BLDG. HAMMOND, INDIANA